

# Dr.-Ing Nazeer Saeed, MBA

**in** [linkedin.com/in/nazeersaeed](https://www.linkedin.com/in/nazeersaeed) **i** [www.nazeersaeed.com](http://www.nazeersaeed.com)  
**@** [me@nazeersaeed.com](mailto:me@nazeersaeed.com) **📍** Cologne, Germany



Highly skilled Engineer/Manager with a PhD in Robotics and AI, MBA holder and certified as a Project Management Professional PMP®. Proficient in five languages, I bring over nine years of experience in R&D engineering and management, particularly in developing cutting-edge AI, robotics, and data mining technologies, possessing a track record of initiating and managing projects, products, and teams and leveraging my customer-facing skills in marketing and pre-sales roles.

## PROFESSIONAL EXPERIENCE

Present June 2022	<b>Senior Solution Engineer DACH/EMEA, NINTEX, Germany - Remote</b> A trusted advisor to the customer in helping them make the right tech decisions that suit their need. <ul style="list-style-type: none"><li>➤ Created three innovative solutions within the first month and Influenced 2.3M in the first fiscal year.</li><li>➤ Collaborated closely with the Global VP of Pre-Sales to develop and present effective engagement strategies for the Sales team.</li><li>➤ Delivered the organisation's strategic goals by establishing close cross-functional relationships to ensure strategic alignment on opportunities and customer priorities.</li><li>➤ Representing Nintex at webinars and DACH company events, both onsite and online events.</li></ul> <div>RPA Process discovery Process intelligence Process management Automation B2B SaaS Cloud</div>
June 2022 Dec 2021	<b>R&amp;D Engineer/Manager, MIT INSTITUTE, Sweden - Remote</b> <ul style="list-style-type: none"><li>➤ Initiated, managed and led a cooperation project on my initiative between MIT &amp; Institute of Knowledge-Based Systems and Knowledge Management in process mining and Industry 4.0.</li><li>➤ Managed and led the R&amp;D team developing cutting-edge process mining technologies &amp; Industry 4.0</li></ul> <div>R&amp;D Process Mining Process intelligence Industry 4.0 Python Java Team Lead</div>
June 2022 Nov 2015	<b>R&amp;D Engineer/Manager, Licensing &amp; Marketing Manager, IGI MBH, Germany</b> <ul style="list-style-type: none"><li>➤ Managed and designed a new product for real-time object detection with Lidar technology.</li><li>➤ Managed and led a cutting-edge multi-company project for robotics and AI.</li><li>➤ Developed new tools and technologies for existing product <a href="#">TERRAoffice</a>.</li><li>➤ Introduced a marketing strategy as a Marketing Manager, representing IGI within all marketing events.</li><li>➤ Led the development of point clouds software for an international project <a href="#">AMTEG</a> on behalf of IGI.</li><li>➤ Upgraded the existing licensing system as IT specialist and License Manager.</li></ul> <div>R&amp;D Lidar SLAM Mobile Mapping PointCloud Processing C++ Python Marketing Support</div>
May 2019 Jan 2015	<b>R&amp;D Engineer, EZLS INSTITUTE, Siegen, Germany</b> <ul style="list-style-type: none"><li>➤ Managed and led an R&amp;D project, introducing a Robotic &amp; AI system <a href="#">RoboSemProc</a> for Human-Robot communication.</li><li>➤ Designed &amp; managed a cutting-edge <a href="#">Robotics &amp; AI product</a> for robot exploration &amp; plant recognition.</li><li>➤ Coordinated and participated as an R&amp;D Engineer in a large-scale multi-institute project <a href="#">ADISTES</a>.</li><li>➤ Supervised and mentored masters and diploma students in their thesis projects.</li></ul> <div>Robotics NLP AI Semantic Technology Protégé Python Ontology ROSROSjava MORSE Java</div>
Aug 2015 Aug 2013	<b>Lecturer &amp; Project Manager, DUHOK POLYTECHNIC UNIVERSITY, Iraq</b> <ul style="list-style-type: none"><li>➤ Taught computer network and database administrator, and Supervised and mentored diploma students in their thesis projects</li></ul> <div>SQL Oracle Database Mentor Supervisor Network Lecturer</div>
June 2011 June 2009	<b>Co-founder   CEO, E-PEYVE GROUP, Iraq</b> <ul style="list-style-type: none"><li>➤ Co-founded and served as CEO of E-Peyve Group, a company providing IT solutions for web development and computer network projects.</li></ul>

## SELECTED PROJECTS

June 2022 May 2018	<b>Simultaneous localization and mapping (SLAM) Projects , IGI MBH, Germany</b> <ul style="list-style-type: none"><li>› Worked as R&amp;D Manager to design and develop a a new product using novel GNSS/IMU Lidar-SLAM algorithm for mobile mapping systems.</li><li>› Worked as R&amp;D Manager managing a large-scale multi-company/university Semantic-SLAM project creating a new product life for robotics and mobile mapping systems.</li></ul> <b>Pointcloud processing and GNSS/IMU georefreessing projects, IGI MBH, Germany</b> <ul style="list-style-type: none"><li>› Worked as R&amp;D engineer to develop a set of new functionalities for real-time <a href="#">TERRAoffice - GNSS/IMU Processing Software</a>.</li><li>› Worked as R&amp;D engineer to developing pointclouds clustering &amp; segmentation software for an air-borne project <a href="#">AMTEG</a>.</li></ul>
May 2018 Jan 2015	<b>Robotics &amp; AI PROJECTS, EZLS, UNIVERSITY OF SIEGEN, Germany</b> <ul style="list-style-type: none"><li>› Led an R&amp;D project <a href="#">RoboSemProc</a> project, using semantic technology and NLP to utilize mobile robot's sensory inputs for real-time data collection and Human-robot communication.</li><li>› Worked R&amp;D engineer developing a cutting edge system for mobile robot exploration &amp; semantic plant recognition project, a <a href="#">Robotics &amp; AI project</a> developing a system for an autonomous mobile robot exploration, natural plant recognition and online ontology population.</li></ul> <b>ADISTES PROJECT, INSTITUTE FOR EMBEDDED &amp; KNOWLEDGE-BASED SYSTEMS, UNIVERSITY OF SIEGEN, Germany</b> <ul style="list-style-type: none"><li>› worked as R&amp;D Engineer &amp; Coordinator in large scale multi-institute project <a href="#">ADISTES</a>, Modeling an ontology for active diagnosis for sensor and actuators for distributed embedded real-time systems.</li></ul>

## EDUCATION

March 2024 March 2022	<b>Global MBA, MANCHESTER METROPOLITAN UNIVERSITY, UK</b> <ul style="list-style-type: none"><li>› Masters of Business Administration (MBA).</li></ul>
May 2019 Jan 2015	<b>Ph.D., UNIVERSITY OF SIEGEN, Germany</b> <ul style="list-style-type: none"><li>› Research title : Semantic description and communication of going around in a simulated world.</li><li>› With great praise (MAGNA CUM LAUDE)</li></ul>
May 2013 Aug 2011	<b>M.Sc. Computer science, SHUATS UNIVERSITY, India</b> <ul style="list-style-type: none"><li>› Master Thesis : Evaluation of user behavior in trusted cloud computing.</li><li>› Award : Gold Medal and Honor Certificate</li></ul>
Aug 2008 Oct 2004	<b>B.Sc. computer science, UNIVERSITY OF DOHUK, Iraq</b> <ul style="list-style-type: none"><li>› Bachelor Thesis : Digital library for the University of Dohuk.</li></ul>

## LANG.    A1 2   B1 2   C1 2

English	●	●	●	●	●	○
German	●	●	●	●	●	○
Arabic	●	●	●	●	●	○
Kurdish	●	●	●	●	●	●
Persian	●	●	●	●	●	●

## SKILLS

Management Tools	Nintex Process manager, DevInfo, Microsoft Viso, Primavera
Development Tools	Protégé, Netbeans, Eclipse, Qt creator, SVN, git
Programming	Java (JEE, JSE), C++, Python
Databases	Oracle Database, Semantic Database Model SDM, MySQL

## STRENGTHS

- › Integrity & Leadership
- › Planning & Organizing
- › Adaptability & Creativity
- › Communication & Teamwork
- › Critical Thinking